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BUSINESS DEVELOPMENT MANAGER

An innovative, expanding, international company with their **North American Corporate Headquarters** rooted in the **Annapolis / Kent Island** area of **Maryland** is looking for a talented, experienced, sales-driven professional for their **Business Development Manager** position. This key role will support **Sauer USA, Mexico, and Canada** and be responsible for strengthening our business footholds within our current markets, while finding new emerging opportunities in which to participate. Additional focus will be on growing market share and brand recognition with our current products and solutions, while also discovering and negotiating new revenue streams throughout our North American Territory. This person will report directly to the **President & CEO**.

Responsibilities:

- Plan and develop a business strategy for increasing sales and brand awareness in North America
- Implement and oversee the Business Development strategy in conjunction with the Sales and Marketing plans and overall organizational goals
- Builds market position by locating, developing, and establishing business relationships through deals, meetings, and conversations with key personnel in the industry
- Conducts and documents competitive research, paradigm shifting technologies, and new market trends
- Initiates new product and technology analysis activities which include R&D, component evaluation, cost analysis, competitor and design comparisons, etc.
- Educates and strategizes with industry personnel on Sauer products and capabilities
- Creates new opportunities to increase sales and develop new streams of revenue through researching trends, assisting with developing sales plans, increasing closing rates etc.
- Understands the evaluation and decision-making process of customers
- Maintains compressor industry knowledge by participating in educational opportunities, reading professional publications, and supporting networks
- Provides on-site technical consultations regarding products & systems by recommending and identifying new opportunities by surveying customer needs with territory sales team
- Develops ways to improve the customer experience and build brand loyalty
- Achieves and maintains superior responsiveness to customers with quality information
- Completes reports and documents timely, accurately, and efficiently
- Attends trade shows, professional seminars, and internal company trainings and events
- Creates, submits, executes, and tracks a yearly Business Development plan
- Travel is required as necessary

Required Skills/Experience:

- College degree in a related study or commensurate experience in the compressor industry
- Must utilize Salesforce CRM regularly to add call reports, notes, and updates to accounts
- Able to work both independently and as part of a team
- Strong time management and decision-making skills
- Proactive: able to anticipate issues and provide solutions
- Maintains a high level of responsibility and accountability
- A quick learner and adapt well to changes
- Good communication and organizational skills

Benefits & Compensation:

- Salary commensurate with experience
- Full medical & dental benefits, paid vacation & holidays, 401K, plus performance bonus
- Growth opportunities are available